

Message Text

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C O N F I D E N T I A L MANAGUA 0935

FOR SECRETARY KISSINGER AND ASSISTANT SECRETARY ROGERS FROM
AMBASSADOR THEBERGE

EO 11652: GDS

TAGS: PFOR, NU

SUBJECT: FOREIGN MINISTER MONTIEL'S REACTION TO SAN JOSE MEETING
WITH SECRETARY

1. IMMEDIATELY AFTER HIS MEETING WITH THE SECRETARY IN SAN JOSE
YESTERDAY (FEB. 24), FONMIN MONTIEL TOLD ME THAT HE GREATLY
APPRECIATED THE SECRETARY'S SYMPATHETIC UNDERSTANDING OF NICARAGUAN
POSITION ON AGENDA ITEMS, PARTICULARLY CUBA AND GREATER ACCESS TO
US MARKET FOR NICARAGUA. HE SAID THAT HE FOUND SUCH MEETINGS
WITH THE SECRETARY EXTREMELY USEFUL AND WORTH THE TROUBLE. HE
ADDED THAT THE OTHER MINISTERS WITH WHOM HE HAD SPOKEN ALSO EX-
PRESSED THEIR SATISFACTION WITH THEIR MEETINGS WITH THE SECRETARY.

2. DURING BILATERAL MEETING WITH SECRETARY, FONMIN MONTIEL RAISED
THE QUESTION OF IMPROVED ACCESS TO US MARKET FOR NICARAGUAN
EXPORTS, MOVING BEYOND GSP, AND HE CITED NICARAGUA'S UNFAVORABLE
TRADE BALANCE WITH THE US. IT SHOULD BE NOTED THAT
NICARAGUA'S ONLY SIGNIFICANT BENEFICIARY GSP PRODUCT, SUGAR,
WAS REMOVED FROM BENEFICIARY STATUS BECAUSE SHIPMENTS EXCEEDED
\$25 MILLION IN 1975. INTEREST IN SPECIAL ECONOMIC RELATIONS WITH
THE US IS SHARED BY OTHER COUNTRIES SUCH AS COSTA RICA AND
COLOMBIA. IN REVIEW OF POSSIBILITIES OF MOVING BEYOND GSP FOR
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LATIN FRIENDS, DEPARTMENT MIGHT CONSIDER FEASIBILITY OF SYSTEMATIC

TECHNICAL ASSISTANCE TO LATIN EXPORT AGENCIES (AS BEING DONE ON AD HOC BASIS THROUGH AID) TO HELP THEM TAKE BETTER ADVANTAGE OF EXISTING US TRADE LAW. ALSO, THE LOME CONVENTION SHOULD BE EXAMINED FOR IDEAS THAT MIGHT BE ADAPTED TO SPECIAL US RELATIONSHIP WITH THE LATIN COUNTRIES.

3. SUCH A SPECIAL RELATIONSHIP WOULD SERVE US INTERESTS BY OFFERING SOME LATIN COUNTRIES (NOT ALL WILL BE INTERESTED) CLOSER LINKS WITH US MARKET, WHICH ACKNOWLEDGES THE REALITY OF THE DOMINANT ROLE THEIR ECONOMIC RELATIONS WITH THE US WILL CONTINUE TO PLAY FOR THE REST OF THE CENTURY. COUNTRIES ACTING IN MATURE, COOPERATIVE FASHION COULD THUS BE OFFERED AN INCENTIVE NOT ONLY OF REGULAR CONSULTATION WITH THE US ON A RANGE OF FOREIGN POLICY MATTERS OF MUTUAL INTEREST, BUT ALSO SPECIAL ACCESS TO US MARKET THAT WOULD BENEFIT THEIR OVERALL ECONOMIC DEVELOPMENT. IN VIEW OF THE REALITY OF WIDESPREAD ECONOMIC BLOC FORMATION IN THIRD WORLD AND PRIVILEGED ECONOMIC ARRANGEMENTS FOR SOME LDCS SUCH AS THE EEC-CAP (LOME CONVENTION) AGREEMENT, SPECIAL US - LATIN ECONOMIC TIES WOULD DO LITTLE FURTHER DAMAGE TO THE PRINCIPLE OF AN OPEN INTERNATIONAL ECONOMIC ORDER.

4. MY GENERAL IMPRESSION OF THE SECRETARY'S MEETING WITH THE CENTRAL AMERICAN FOREIGN MINISTERS WAS THAT IT WAS NOT ONLY A PERSONAL SUCCESS FOR THE SECRETARY BUT SERVED TO CLARIFY BILATERAL ISSUES AND THE DIRECTION OF US POLICY. IT CREATED A CLIMATE OF GOOD WILL AND IMPARTED A SENSE OF MOMENTUM TO OUR RELATIONS WITH THE CENTRAL AMERICAN COUNTRIES UPON WHICH WE SHOULD ATTEMPT TO BUILD DURING THE REMAINDER OF THIS YEAR.

5. IF DEPARTMENT CONCURS, PLEASE PASS OTHER CA POSTS.
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